

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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BATTERY SALES BY MAIL TOPIC AT N. B. M. A. MEET

Manufacturers May
Also Investigates Luthy
Plate Process

CHICAGO, Feb. 6.—A round table discussion concerning the place the mail order house occupies in the battery business and a general investigation into the Luthy process of making battery plates occupied a major place in the deliberations of the National Battery Manufacturers' Association at the first session of its convention, which opened in the Sherman Hotel yesterday.

Following a short paper by Charles Dempwolf, of the Marko Storage Battery Company of Brooklyn, the meeting was thrown open for discussion. Various figures were introduced in an attempt to show the volume of mail selling. But the statistics presented were so incomplete that a resolution was adopted directing O. B. Towne, commissioner of the association, to gather this data from the mail order houses themselves.

Two papers on the Luthy process were presented, the patent angle being given by R. H. Van Nest, of the U. S. Light and Heat Corporation of Niagara Falls, and the practical end by Tuhy D. White, of the Victor Storage Battery Company, of Rock Island, Ill. Both speakers alluded to the many unsatisfactory reports they had heard concerning the efficacy of the process.

A representative of the Luthy Company was asked to present the other side of the case. He questioned the right of the association to institute an investigation and demanded the names of persons who had written anonymous letters attacking the system.

At this juncture President D. H. Kelly intervened to remind the company representative that the association felt it had a right to investigate anything it chose. Mr. Kelly said the association had an open mind on the process and merely desired to determine whether the attacks on the Luthy process were warranted.

The Luthy representative thereupon gave the association the privilege of appointing a committee to investigate the entire process and invited the committee to visit the plant and have the process explained. Mr. Kelly intimated he would appoint such a committee.

About one hundred members were present when the convention was opened by President Kelly. Routine matters occupied the first hour, during which the resolutions and nomination committees were appointed and reports were presented.

INDUSTRIAL EMPLOYMENT INCREASES IN DETROIT

Detroit, Feb. 6.—Industrial employment here last week increased 2,240 to a total of 263,842, compared with 266,872 for corresponding week a year ago and with 1925 high of 262,786 for week ended November 14.

N. A. D. A. Members at Annual Dinner Held at La Salle Hotel, Chicago, Last Tuesday



Photo by Kaufmann & Fabry Co.

DODGE BROS., INC., SETS NEW HIGH

Sales, Deliveries and
Shipments Best of
Any January

DETROIT, Feb. 6.—All previous January records were shattered last month by Dodge Brothers, Inc., including the Graham Brothers truck division, according to figures given out today.

New high marks were established for Dodge Bros. dealers' retail sales, retail deliveries, and factory shipments.

Retail sales of new cars reported by United States dealers during the four weeks ended January 30, 1926, amounted to 19,218 cars; and new car deliveries amounted to 14,943 cars, an increase of 53 per cent. and 67 per cent., respectively, over the same period in 1925.

The demand that American car buyers are now making on the automotive industry is indicated by the fact that Dodge Bros. retail sales are running ahead of deliveries, although the production schedule was close to 1,100 cars a day all during January. With the new buildings and machinery provided by a \$10,000,000 expansion program, Dodge Bros. expect to increase production to 1,500 cars daily before the end of February.

Factory shipments of cars and trucks totaled 22,135 during January as compared with 15,633 during January, 1925, an increase of 41 per cent. Of the total factory shipments, 19,520 cars in January and 12,929 cars a year ago were for distribution in the United States. The largest previous month's shipments in the company's history were 26,920 cars in the height of the season last April.

GOODRICH CO. TO MEET TIRE PRICE REDUCTIONS

Akron, O., Feb. 6.—The B. F. Goodrich Company will meet the tire price cuts of the United States Rubber Company and Firestone Tire and Rubber Company, it is reported here. Other manufacturers are preparing a revised schedule.

FURTHER DROP IN PRICES ON TIRES

Firestone Says Another
Reduction Now
Imminent

Special from A. D. N. Washington Bureau

WASHINGTON, Feb. 6.—Tire prices, already sinking, are due for a further drop in the near future, Harvey Firestone, rubber king, said today in an exclusive interview with the Automotive Daily News.

Restrictions upon the raw exports of the British colonies, levied recently, with the result that rubber prices here soared to almost prohibitive heights, have only acted as a boomerang, he declared. They served only to make the American public more careful in its use of the articles. Automobists exercised greater care with their tires, and resorted more often to repair work, instead of discarding the shoes at the first blowout.

With decreased demand, prices were immediately forced down, and the pressure, instead of coming on the American public, fell upon the colonial producers.

He emphasized the necessity of investing American capital in rubber production in countries under American control or influence.

PROTESTS MADE ON "SHIPPER TAX"

Senate Bombarded
From All Sides on
Its Tax Bill

NEW YORK, Feb. 6.—N Chambers of commerce in all sections of the country have been wiring the members of the Senate this week protesting against the 2 per cent. "shipper tax."

The Senate Finance Committee has this proposal in its tax bill now under discussion.

The Buffalo, Philadelphia, New Orleans, and Galveston Chambers of Commerce are among those which have taken steps.

The House Ways and Means Committee bill removes the remaining 2 per cent. war excise tax on motor truck chassis wholesaling for over \$1,000. The Senate proposes a continuance of this tax as a peace-time measure.

A storm of protest has come from business men, farmers and other users of motor transport as a result of the proposal by the Senate Finance Committee, which shippers regard as a new and radical principle.

"The situation is more perilous than appears on the surface," says T. D. Pratt, chairman of the Truck Users National Conference.

FRITZ MADE ST. LOUIS SALES HEAD FOR MOON

St. Louis, Mo., Feb. 6.—The Moon Motor Car Company has just announced the appointment of Carl G. Fritz as general sales manager of all St. Louis branches of the company, effective February 1. In this capacity Mr. Fritz is in complete charge of the wholesale and retail sales as well as the used car department of the company in this city.

NIGHT SESSIONS TO HURRY TAX BILL IN SENATE

No Hope Seen of Further
Cuts in Auto Levies
In Upper House

Special from A. D. N. Washington Bureau

WASHINGTON, Feb. 6.

If the Mellon tax bill is not passed by next Wednesday, the time limit which Senator Smoot has set for final action, taxpayers throughout the country may be deprived of the benefits of the new reductions when they make their returns March 16, it was indicated today. Night sessions of the Senate will be held beginning Monday evening.

The automotive schedule is now one of the few non-controversial features, with the bill before the Senate, and the only hope of any further tax relief may come when the measure goes into conference with the House conferees over points in dispute between the two branches of Congress.

In the aggregate, the bill, as it now stands, reduces the tax on passenger cars by about \$46,400,000, and about \$28,000,000 on tires, parts and accessories, a 20 per cent. of the total reduction in the bill.

The House bill repealed the 3 per cent. levy for automobile trucks selling for over \$1,200. The Senate takes the position that the large number of protests made by manufacturers of taxicabs, ambulances, sightseeing buses, and other commercial vehicles against the imposition of any tax upon their sales of similar vehicles, if heeded, would equally justify the removal of the automobile tax from all sales of automobiles which are used for commercial or business purposes. So the Senate Finance Committee has re-imposed a 2 per cent. tax on trucks.

It was argued in the Senate that the present needs of the government do not permit such an all-inclusive repeal, and that, furthermore, trucks cause considerable damage to Federal aid highways and should contribute toward the expense of good roads construction and repair.

The Senate is expected to accept the House recommendation of a reduction from 5 to 3 per cent. on passenger cars and motorcycles, and also concur in the action of the House in complete repeal of the tax on tires, inner tubes, parts and accessories.

Discussing the bill, Senator Smoot, chairman of the finance committee, said to the Senate:—

"The application of taxes upon automobiles, trucks and motorcycles is entirely a matter dependent upon future purchases. The remarkable prosperity enjoyed by the automotive industry during the imposition of the 5 per cent. tax upon passenger cars and the 3 per cent. tax on trucks makes it evident that the taxes have not hindered sales.

OIL BOARD TO SIT FEB. 10-11

Public Hearings to Be
Held—Program Is
Announced

WASHINGTON, Feb. 6. A tentative program for the public hearings to be held by the President's Oil Board, February 10 and 11, have been made public by Secretary of the Interior Work, chairman of the oil board.

The two days designated for the hearings, which will be open to the public, will be divided each into three sessions—morning, afternoon and evening.

The full board will be present at the hearings, as will also the members of the board's advisory and technical committee, and the members of the Naval Oil Reserve Commission. Following the set addresses at each session, an "open forum" will be permitted, but of such duration as not to interfere materially with the subsequent observance of the regular program.

Each member of the board will endeavor, if time permits, to preside at one of the regular sessions, and Secretary Work will invite W. S. Farish, the new president of the American Petroleum Institute, to preside at one of the sessions.

Secretary Work will open the morning session of February 10 with a brief talk on the work thus far done by the board. Addresses will be made by:

Amos L. Beaty, president, The Texas Company, New York city, on "The Opportunity for State Legislation in Aid of Oil Conservation."
W. C. Teagle, president Standard Oil Company of New Jersey, New York city, "The Economic Use of Petroleum Products."

Henry L. Doherty, New York city, "Conservation of Oil and Gas by Control of Gas Pressure."

Open forum.
At the afternoon session Secretary Work will preside, and talks will be by—
C. F. Kettering, president, General Motors Research Corporation, Dayton, O., on "How Soon We Can Expect More Ton-Miles to the Gallon."

George S. Davison, president, Gulf Refining Company, Pittsburgh, Pa., "Possible Changes in Refinery and Marketing Practices."

James O. Lewis, consulting petroleum engineer, Tulsa, Okla., "The Rejuvenation of Depleted Fields."

Open forum.
The evening session will be presided over by Secretary of War Davis. The program will be somewhat different from the morning and afternoon sessions in that a motion picture will be presented depicting the actual operation of vast oil fields in the United States and abroad. This film was produced under the auspices of the Department of the Interior and the bureau of mines of the Department of Commerce.

Several speakers, yet to be determined upon, will address the oil board following the presentation of the film.
Secretary of Commerce Hoover will preside at the morning session of February 11. He will be followed by—
J. Edgar Pew, vice-president, Sun Oil Company, Dallas, Tex., who will discuss "The Oil Industry's Public Relations."
Thomas A. O'Donnell, Associated Oil Company, Los Angeles, Cal., "How Neighbors Should Co-operate."
Earl Oliver, Ponca City, Okla., Open forum.

Secretary of the Navy Wilbur will preside at the afternoon session. Speakers will be—
Mark Requa, San Francisco, Cal., who will talk on "The Oil Industry's Opportunity."
L. V. Nicholas, president, National Petroleum Marketers' Association, Chicago, "Whether the Consumer is Best Served by the Present System of Transportation and Distribution."

Open forum.
At the evening session W. S. Farish, president of the American Petroleum In-

Rickenbacker Dealer Luncheon at the Blackstone Hotel, Chicago, Wednesday Evening



Photo by Kaufmann & Fabry Co.

White Salesmen to Be Company Guests

Cleveland, Feb. 6.—Eighty-five crack salesmen of White trucks and buses from all parts of the United States will be guests of Walter C. White, president of the White Company, Cleveland truck manufacturers, here on February 8 and 9. All are members of the White Club, an organization of salesmen, who for the last nine months recorded sales equal or better than the standard set for membership.

While here the salesmen will make a trip through the White factory and will be presented with sales awards by Mr. White. They will also be guests at the first annual dinner of the White Club, and later attend a theater party.

Local members of the club are F. D. Edwards, N. R. Bliss, C. W. Hayes, A. F. Ling, J. J. May, D. Gordon and L. F. Barkhauer.

PROSPEROUS YEAR

San Antonio, Tex., Feb. 6.—The San Antonio Buick Company of this city enjoyed the most prosperous year in its history in 1925

stitute, will preside, and the regular meeting will be preceded by a motion picture portraying various phases of the oil industry.

Among those who will speak are—
E. W. Marland, president, Marland Oil Company, Ponca City, Okla.; Karl C. Schuyler, Denver, Col., and R. H. Smith, The Oklahoma Company, Philadelphia, Pa.

Secretary Work explained that the program as at present constituted is subject to change. Several representative leaders of the oil industry, other than those now on the program, have indicated their desire to be present at the hearings, and are endeavoring to arrange their business schedules in order to reach Washington for the opening session.

N. S. P. A. PLANS WIDE ACTIVITIES

To Promote Group Organization Among
Jobbers

Detroit, Feb. 4.—At the January meeting of the board of directors of the National Standard Parts Association held at their headquarters in Detroit, January 29, activities of a comprehensive scope were adopted.

Chief among these are the promotion of a definite plan of group organization among the replacement jobbers throughout the country, whether N. S. P. A. members or not, and the active cooperation of N. S. P. A. officers in organizing such groups; also creating for the benefit of the jobber trade a standardized accounting, bookkeeping, and stock keeping system which can be operated by the jobber at a minimum of time and expense and the continued lending of the efforts of the association and its officers to the bettering of conditions in the replacement parts industry.

The various committee reports presented showed the association to be in excellent shape, and a very active and satisfactory year's work is assured.

George Kreplin, president of the Triangle Parts Company of San Francisco, Cal., was appointed director to fill the unexpired term of W. D. Patterson of the Patterson Parts, Inc., San Francisco, who has severed his connection with the San Francisco company to take up a new line of work in Chicago.

Robert Macfee was appointed assistant manager of the association, taking up the duties of Secretary C. B. Fraser, resigned.

J. N. Willys Pleased With Show Sales

Detroit, Feb. 6.—John N. Willys, commenting on results at the various automobile shows, says: "We have been extremely successful at the shows. Actual retail sales at all shows average from 100 to 150 per cent. increase over last year. Our whole line has met with great approval by the public, particularly our new model 70 six-cylinder Willys-Knight."

"We are getting our production up to 1,000 a day this month and March. We are planning on 1,200 a day for April and 1,350 for May."

Stutz Increases Sales Organization

Indianapolis, Feb. 6.—Twenty-five distributors and thirty-eight dealers have been added to the Stutz sales organization since the opening of the automobile show season, according to the announcement of F. E. Moskovics, president of the Stutz Motor Car Company.

In addition to these nearly as many more contracts are awaiting the scrutiny and approval of company executives, and several hundred applications are on file. Distributor franchises have been awarded to the following in cities where it was previously announced that representatives had been appointed:—

Stutz Atlanta Motor Company, Fred S. Wilson, manager, Atlanta, Ga.; Arlington Motors Company, Canton, O.; C. L. Hall Indiana Truck Company, Chattanooga, Tenn.; Stutz Sales Company, Denver, Colo.; Walter C. Cameron, Dallas, Tex.; L. E. Mullin Company, Detroit, Mich.; Joel D. Charles, Greenville, S. C.; Cesare Vantaggi, Iron River, Mich.; W. H. Weller, Jr., Jacksonville, Fla.; Automobile Sales Company, Memphis, Tenn.; O. J. Key, New Orleans, La.; Fenton Motor Company, Parkersburg, W. Va.; Lee Motor Company, Pensacola, Fla.; Union Motor Car Company, Portland, Ore.; Springfield Stutz Company, Springfield, Mass.; Pioneer Automobile Company, Springfield, O.; A. J. Carrier, Toledo, O.; E. C. Harvey, Tulsa, Okla.; Pattison Motors, Inc., Vancouver, B. C.; Hough Motor Company, Washington, D. C.; D. A. Heindel, Youngstown, O.; Frank Herbst, Wilmington, N. C.; A. A. Rost, Paris, France; C. Schlottbeck, Basel, Switzerland.

Dealers' contracts have been completed with firms in Gloucester, Framingham, Brockton, Malden, New Bedford and Lawrence, Mass.; Medina, N. Y.; three firms in Chicago, La Salle, Evanston and Champaign, Ill.; Gary, Ind.; Newport, Ky.; Corsicana, Tex.; Santa Barbara and Hollywood, Cal.; Greenville, Clarkdale and Greenwood, Miss.; Madison, Wis.; Montclair, Asbury Park, Paterson, Westwood, Bound Brook, New Brunswick and Red Bank, N. J.; Uniontown, Pa.; Manatee, Tallahassee, St. Petersburg and Lake City, Fla.

Oakland Motor Co. Increases Its Force

Pontiac, Feb. 6.—The force of 3,000 employees now engaged in production and administrative work at the Oakland Motor Car Company to produce the Oakland and Pontiac Sixes is gradually being augmented. A. J. Brandt, vice-president in charge of operations, states that within the next two months this force will be increased by approximately 600, bringing the number of employees up to the highest peak in the history of the company—equaled only in the boom year of 1919.

ADVERTISEMENT

Every 2 1/4 seconds, somewhere in the world, some one buys a Dunlop Tire.

NEW OFFICIALS AT BREWSTER & CO.

Changes in Personnel
Line-Up Announced
By Fuller

NEW YORK, Feb. 6.—Changes in the official personnel of Brewster & Co., the automobile body-building concern, control of which was recently acquired by Rolls-Royce of America, Inc., are announced by Henry J. Fuller, president of Rolls-Royce.

Fuller becomes chairman of the board of Brewster & Co., with William Brewster, grandson of the founder of the firm, continuing as president. W. E. Hosac, vice-president of Rolls-Royce, becomes vice-president also of Brewster & Co., in charge of sales; H. C. Beaver, vice-president in charge of production of Rolls-Royce, is made treasurer and vice-president of Brewster & Co., with P. B. Brewster as assistant treasurer and secretary.

John Southern, until now head of the Chassis Maintenance Division of Rolls-Royce, has been appointed general manager of Brewster & Co. His place as maintenance manager for Rolls-Royce has been filled by the appointment of E. W. Caswell, who was for many years associated with Rolls-Royce in England and at the Long Island Rolls-Royce Maintenance Depot from its inception, and who for the past four years has been in charge of experimental work at the Springfield, Mass. works of Rolls-Royce.

Personnel Changes Follow Merger

Buffalo, N. Y., Feb. 6.—Further details of the merger of the Gutta Percha and Rubber Manufacturing Company of New York and Brooklyn with the Hewitt Rubber Company of this city were disclosed today.

Frank E. Miller, formerly vice-president of the New York concern, will be made president on its removal to Buffalo. Amedee Spadone, also vice-president, retains his title. Mr. Miller will be in charge of sales.

J. H. Kelly, president of the Hewitt company, and Frank D. Springer, vice-president, become members of the board of directors of the Gutta Percha company.

The selling organizations and management of the two companies will be kept distinct, and the Gutta Percha and Rubber Manufacturing Company's agencies and branch offices in various cities throughout the United States will be maintained. Both production and management will be moved to Buffalo at once.

SECOND ANNUAL SHOW OF MOLINE DEALERS PLANNED

Moline, Ill., Feb. 6.—The second annual automobile show of the dealers of Moline will take place in the Berglund Building, February 18 to 21. Henry C. Stahl is chairman of the committee on arrangements. No admission will be charged. Fifteen firms have reserved space and this number may be exceeded. A musical program will be arranged for each day.

ENGLISH COMPANY BUYS SUMATRA PLANTATION

Copenhagen, Feb. 6.—An English plantation company has purchased the Danish Ostendisk Plantage Stelskab Company's Sumatra rubber plantation of 5,400 planted acres and 25,000 unplanted, for \$2,000,000.

RENTAL PLAN

St. Louis, Feb. 6.—To accommodate owners of Dodge cars who lay up their cars for repairs, the Tate Motor Company, Dodge dealer here, has devised a rental plan.

Sail, Swim or Fish, Golf, Ride or Rest, BERMUDA Offers Them All



And with no other distractions to prevent your complete enjoyment of the wide variety of Bermuda's offerings. For there are "No Importuning Crowds to Meet, In This Paradise Complete," Bermuda's only business is to take care that all visitors to her charming Islands enjoy their vacation to the utmost. And for those who prefer resting or social activities to out-door sports, here again this Gem of Winter Playgrounds, only two days from New York, will meet all the most exacting requirements. Sailings twice weekly from New York, every Wednesday and Saturday, via Palatial Twin Screw, Oil-Burning, Transatlantic Liners. Tickets Interchangeable.

S. S. "FORT VICTORIA" and S. S. "FORT ST. GEORGE"

Booklets and Further Details,

FURNESS BERMUDA LINE, 34 Whitehall St., New York

Tel. Bowling Green 7800, or Any Local Tourist Agent.

In New and Used Car Marts

NEW CAR SALES IMPROVE DAILY

Portland, Ore., Feb. 6.—The automobile business in the Northwest especially is not seasonal. The motor car dealer is just as active in the winter time as in the spring, summer and early fall. Oregon now seems to be sharing with California, her southern neighbor, the reputation for having developed outstanding "all-year" markets.

Optimism for the year 1926 reigns throughout this territory and automobile dealers in summarizing their 1925 business find that they made substantial increases over 1924. As much as 127 per cent. increase over 1924 has been reported, although 1924 was considered an active year.

Sales of the Hudson-Essex cars in Oregon during 1925 totaled 2,521 units, according to S. V. W. Peters, vice-president of the Portland Motor Car Company, Portland distributor. This includes 1,696 Essex cars and 825 Hudsons.

Business has picked up during the past week, according to Chase Garfield, president of the Chase Garfield Motor Company of Portland, Chrysler distributor.

Edward E. Cohen, manager of the Oldsmobile Company of Oregon, who has returned from a trip into southern Oregon, reports business exceptionally good. On this trip he received orders from dealers in Marshfield, Roseburg, Medford, Ashland and Grants Pass, totaling seven carloads.

Condit & Conner, east side automobile dealers, handling Moon and Diana distribution for state, and dealership for Hudson and Essex, report the sale of 1,240 cars in 1925. In 1923, 1,009 automobiles were handled, and in 1924 1,194, but these were sales on lighter automobiles than are now handled by this firm.

KANSAS CITY

Kansas City, Feb. 6.—Studebaker sales in Kansas City for January were 200 per cent. better than in January, 1925, with a big gain over December, A. F. Taylor, general manager of the Studebaker Riley Company, distributor, said.

Irwin Holzmark of the Holzmark Motor Company, Willys-Overland dealer, says his sales are 50 per cent. better than this time last year with a remarkable demand for cars and an unusual number of prospects listed during the last week.

J. D. McInnes, retail sales manager of the Hemphill Motor Company, Oakland-Marmon dealer, reports a 35 per cent. increase in sales the last month, with a slight slowing up the last week in sales, but with the prospects plentiful.

COHOES, N. Y.

Cohoes, N. Y., Feb. 6.—Local dealers who were represented at the auto show at Troy report that increased demand for new models has resulted, while many sales were made during the exhibit.

The Paul Krug Company, Buick dealer, believes that automobile exhibits are a big aid in stimulating business during the winter months with many inquiries from prospective buyers also resulting. The firm reports a good demand for used cars, stating it can sell them as fast as they are placed on the market.

Hunter & Fonda, Inc., reported sales for Oldsmobile and Studebaker models comparing favorably with business booked during January of 1925.

The Nuckolls Motor Sales Company is experiencing good business, with demand for Hudson-Essex and Ford cars during January slightly in advance of last year's mark.

CHARLOTTE, N. C.

Charlotte, N. C., Feb. 6.—Mecklenburg county led every county in North and South Carolina in new car sales in 1925 with 3,893 registrations, according to figures compiled by the Carolina Motor Club.

Gulfport county was second in the two states, with 3,800 new cars registered. There were 64,496 cars sold in North Carolina during the year—more than twice as many as were sold in South Carolina, where 26,690 sales were recorded.

Richland county, with 2,121 sales, led in the Palmetto state, while Greenville, that boasts more automobiles than any other county in South Carolina, was second with 2,098. Only four other South Carolina counties passed the 1,000 mark, while fifteen bettered this figure in North Carolina.

Dare county, this state, reported only two sales, and eight others were under the 100 mark, while Jasper county, South Carolina, was low in that state, with 104 sales.

USED CAR TRADE REPORTED BETTER

Milwaukee, Wis., Feb. 6.—A slight increase in the favor which open cars are finding among the prospective buyers of used machines was the principal development in the used car market in Milwaukee during the past week. Many of the machines being sold now are held by the dealers for spring delivery.

The Milwaukee factory branch of Willys-Overland is looking forward to one of its heaviest years in the used car business. All cars handled through the majority of large dealers in this section are being reconditioned before being placed on sale.

EVANSVILLE, IND.

Evansville, Ind., Feb. 6.—Dealers in used car stocks, with a few exceptions, reported little action in the used car market during January. The prospect for the month of February is considered good, allowing for an even break in weather conditions.

"For the last week of January conditions showed much improvement over the early part of the month," commented a Fellwock Auto Company representative. "We rounded out the month 33 per cent. ahead of this time in 1925. A good 'buy' sells. This applies to both open and closed models."

The opening of its own used car market was a factor in aiding Benninghof-Nolan Company sales, according to William Wheaton, used car department manager.

Other dealers reported the market as slow. A total of 145 used car sales were reported by thirteen dealers. Stocks generally are lower than at this season last year.

JANESVILLE, WIS.

Janesville, Wis., Feb. 6.—Used car demand has kept pace with new car buyers here, and local dealers declare that their used car stocks are much below normal for this period of the year.

A survey of the local market discloses a good demand for light automobiles by farmers and professional men, with a scarcity of high-grade used cars in the showrooms.

It has not been necessary here to announce clearance sales this year, and unless extremely bad weather is experienced during the balance of February to retard buying, local dealers will go into the spring season with small stocks of cars.

BOISE, IDA.

Boise, Ida., Feb. 6 (U. T. P. S.).—Used cars are selling for half, and in some cases less than half, of what they brought a year ago, yet every dealer has his place full of machines.

One Boise dealer, handling a popular low-priced model, pointed to his room full of bargains and said:

"Of course they won't sell. They come here with \$200 or \$300 to buy a used car. In passing through the showroom they see the latest models, with attachments which are not found on the older machines, and find that they can secure one of them at a first payment of even less than they had planned to pay for the second hand automobile. Naturally, they decide on the new one."

WACO, TEX.

Waco, Tex., Feb. 6.—Sales of used cars in central Texas are fair at this time, about even with the level of last year.

The "trade automobiles with us" idea is being advocated in advertising of the E. L. Torrance, used car firm.

Other used car dealers are holding down used car stock, and working tight.

New car dealers are wary of taking on any more cars in trade than is absolutely necessary and even then they cut the allowance to a minimum.

Distributor Doings

TO DISTRIBUTE STUTZ

Minneapolis, Feb. 6.—The Minnesota Stutz Company has just been organized with B. E. Fawkes as general manager. The company will distribute the Stutz car in Minnesota.

USED CAR SALESROOM

Chicago, Feb. 6.—The Bird-Sykes Company, distributor of Paige and Jewett cars, announces the opening of a new used car salesroom at 3124 Lawrence Ave.

REO DEALERS MEET

Huntington, W. Va., Feb. 6.—Reo dealers of southern West Virginia, eastern Kentucky and southeastern Ohio held a conference here at the salesrooms of the Reo-Cavendish Motor Company, district distributor, at which sales promotion policies for the spring season were discussed. The dealers were the guests of the Reo-Cavendish Company at a banquet in the Hotel Frederick and attended the weekly luncheon meeting of the Huntington Automobile Dealers' Association.

DISTRIBUTE ROAD MAPS

Butte, Mont., Feb. 6.—Howard Pierce, Incorporated, local representative for Pierce-Arrow and Franklin cars, has been distributing to its patrons and friends a complete guide book of all automobile roads in the different states of the country.

DODGE CHANGES

San Antonio, Tex., Feb. 6 (U. T. P. S.).—The Texas district of Dodge Brothers has been divided and a branch of the concern will be located here, it is announced by Wroten-Hundley, Dodge distributor for this section. The Dodge branch factory for Texas has been located at Dallas. The Dallas branch will remain intact, the local distributor said, and the San Antonio branch will take care of the business in south Texas. The manager for the San Antonio branch will be named in a short time.

18,519 FORDS SOLD IN SOUTH CAROLINA IN '25

Spartanburg, S. C., Feb. 6.—More than 18,000 Ford automobiles were sold in South Carolina during 1925, that car leading all others. During 1925 there were registered in the state 27,056 automobiles, of which 18,519 were Fords, making the number of other cars only 8,537 for the year. In 1924 out of 36,295 cars sold in the state, 27,869 were Fords, while the year before out of 30,305 sold in the state 21,743 were Fords.

PREDICTS GOOD YEAR AHEAD IN CANADA

Montreal, Feb. 6.—T. A. Russell, president of the Willys-Overland Company in Canada, was in optimistic vein at the annual banquet of the organization held at the Mount Royal Hotel.

He commented on Canada's successful year, both agriculturally and industrially, and predicted that 1926 would be even better.

E. R. Paige, sales manager for Canada, gave a short sketch of all the new models brought out in 1925 and those that are to be brought out in 1926.

BELIEVES HIGH MARK WILL BE SET IN 1926

Detroit, Feb. 6.—The Central Chevrolet Company, member of the Detroit Chevrolet Dealers' Association, enjoyed the best business in 1925 of any year since the organization of the company, according to Harry Crudder, vice-president and general manager.

Mr. Crudder reports that his company made numerous sales and developed a large number of prospects at the automobile show. He believes business this year will equal if not exceed the banner year of 1925 when 8,000 Chevrolet cars were sold in Detroit by the local dealers.

Links Finance Cos. With Good Roads

Los Angeles, Cal., Feb. 6.—Dwight Whiting, president of the Whiting Finance Company, in an outline of the program made by the California State Association of Finance Companies, declares that he finds a close relationship between the activities of finance companies handling automobile time sales paper and community growth and development.

"Automobiles made good roads a necessity," Whiting stated. "As autos multiplied, the greater became the demand for more and better roads. Improved roads and boulevards increased property values. They attracted many more tourists and many of these remained as permanent residents, pleased with these progressive improvements."

"The finance companies are responsible for the sale of 85 per cent. of the autos. The amount of credit required for this tremendous sales volume was only possible through financing concerns. For many years the banks looked with disfavor on automobile time sales paper."

"Many concerns sprang up locally to handle the ever-increasing volume of this business. Today they operate efficiently in serving the people."

"Consider the vast number of automobiles on our thoroughfares and that many of these would not have been sold without the medium of finance companies. A large amount of appreciation is due to these concerns which have made possible this development in community life."

"Rates charged by reliable finance companies are lower for the time purchase of automobiles on the average than for the time purchase on any other commodity, where a like balance of the purchase price is deferred. This is a remarkable situation, and, of course, is made possible due to the tremendous volume of the business."

for Economical Transportation



"—Remarkable Public Response!"

January 27, 1926.

BIRMINGHAM, ALA.

"The Chevrolet Motor Company is to be congratulated on giving the public the Improved Chevrolet. We consider it a revelation in motordom. The general response from the motoring public has been remarkable. You have again proven your slogan, 'Economical transportation and quality at low cost.'"

STEEL CITY CHEVROLET COMPANY,
ENSLEY, ALA.

This is No. 3 of a series of telegraphic reports on the reception of the Improved Chevrolet by dealers and public.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

1926

XUM

TIRE PRODUCTION AGAIN MENACED

Plants in Canton Dist.
Speed Up Output
For February

CANTON, O., Feb. 6.—Slightly better production for February over January is announced by major tire manufacturing plants in Canton and immediate vicinity, a survey of these factories the first of the month disclosed.

The increase will range from 10 to 15 per cent., according to reports forthcoming from officials of the various factories, it was said.

Increase in production of truck and bus tires is reported at the factories here of the Triangle Tire and Rubber Company, while auto tire production continued around 400 a day. These were all cords, of which approximately 50 per cent. were balloons. This same production has been maintained by Triangle since the first of the year.

"We expect present production to continue through the month of February and late this month, we believe, the spring business will start coming in," M. C. Wyatt, general manager said. "Our first year ended December 31, and was a remarkable one."

He also said this year will probably exceed 1925, for orders already on hand indicate a steady first half year of operation for the factory. Wyatt said demand was becoming greater each month for bus and truck tires.

Little change is reported in production schedule at the factories of the Tuscan Tire and Rubber Company at Garrettsville. This factory plans greater tire production after March 1, while the drug sundries departments continue to operate at capacity.

Production at the factories of the Monarch Tire and Rubber Company at Martville, near Canton, continues the same as in past months at 350 a day, all cords. This concern reports demand heavy for its tires and that orders on the books February 1 will insure full operation until the middle of the summer.

Officials of the Milestone Tire and Rubber Company at East Liverpool report January the biggest month in the history of the concern, with prospects of February being even a better month. This concern specializes in moderate-priced Ford sized tires and inner tubes, and its activities are nationwide.

Operations at the plant of the Salem Cord Tire Company have been slightly increased with the advent of February, and business will continue brisk for this concern throughout the spring season, according to officials. Greater production of inner tubes is reported by this company.

At the annual stockholders' meeting of the Pioneer Rubber Company at Willard, a statement showing a deficit of \$71,000 three years ago has been turned into a surplus of more than \$88,000 at this time. The net earnings of the company during the past year exceed \$100,000 and while dividends were again passed President T. W. Beelman assured the stockholders that dividends would be resumed again next year in all probability.

THE CHEVROLET ORCHESTRA, led by Jimmy Henshel, was one of the features of the Chevrolet Motor Company's banquet last Friday evening at the Hotel Sherman in Chicago. Selections by the orchestra were broadcast.



Buses in Canada to Be Controlled by Public Service Com.

Montreal, Feb. 6.—It is the intention of the government to place all autobuses operating in the provinces under the control of the Public Service Commission, and for this purpose the prime minister has introduced a bill to amend the public service commission act.

There are 439 licensed autobuses operating in this province, and as they are becoming a general means of conveyance the government feels that they should be put under greater control than that provided by the motor vehicle law.

It is understood that not only will the autobuses be required to run on a regular time schedule at a fixed speed, but the owners will also have to make some provision for the protection of the public. At present if an accident happens to an automobile and persons are killed or injured, there is very little redress possible, at least in some cases, inasmuch as the only assets of the operator may be his machine.

To protect the public the owners of this system of public transportation will likely have to provide a guarantee bond approved by the Public Service Commission as a kind of insurance.

Details of the bill have not yet been definitely decided on, and it is not likely to come before the House until the middle of the month.

SOUTH JERSEY MOTORISTS ALL WANT TIRES REPAIRED

Camden, N. J., Feb. 6 (U. T. P. S.).—South Jersey motorists have become more economical with their tires in the face of the rubber shortage and higher prices. Vulcanizing and other repair work were never so extensive, according to J. R. Mackay, manager of the Davis Brake Company here.

"We are doing 75 per cent. more work of this kind than we did in June, and the demand for mended tires is still strong," Mackay commented. "Six months ago the average motorist used to throw away his tires when they began to wear. Today, no matter whether they drive a limousine or a little cheap car, they take the tires to be repaired."

COLUMBUS ENJOYS GOOD MOTOR SALES

Columbus, Feb. 6.—The growth of nearly 25 per cent. in 1925 automobile and truck sales over the year of 1924 in Columbus is proved by the following tabulated figures, showing the sales records for both years for the various lines sold in this city:—

	1925	1924
Armleder	3	3
Ajax	15	0
Auburn	29	2
Autocar	18	18
Buick	621	548
Cadillac	49	58
Chalmers	2	8
Chandler	51	51
Chevrolet	2,169	1,500
Chrysler	195	74
Cleveland	56	35
Columbia	6	8
Davis	61	37
Dodge	790	636
Durant	33	24
Essex	933	230
Ford	6,270	6,326
Franklin	113	54
Flint	25	8
Gardner	13	26
Garford	4	2
Gray	26	9
Haynes	3	2
Hudson	369	136
Hupmobile	110	116
Indiana	13	5
International	63	33
Jewett	111	87
Jordan	63	32
Kissel	48	15
Lexington	4	8
Lincoln	39	37
Marmion	19	11
McFarland	16	4
Maxwell	122	132
Mitchell	4	13
Moon	69	68
Nash	302	160
National	167	16
Oakland	157	126
Oldsmobile	430	382
Overland	331	248
Packard	166	95
Paige	16	18
Peerless	38	15
Pierce-Arrow	48	57
Reo	153	87
Rickenbacker	59	63
Rollin	6	17
Service	12	3
Stearns	22	21
Vette	2	2
Sterling	34	37
Studebaker	477	425
Stutz	5	9
Star	232	117
United States	20	10
Vette	16	19
Willis Ste. Claire	131	26
Kelly-Springfield	3	3
White	8	4
Schacht	14	1
Miscellaneous	46	44
Total	15,403	12,625

Bus Line Cited As Snow Halts It

St. Paul, Feb. 6.—The State Railroad and Warehouse Commission has cited a motor bus company for failure to maintain service because of snow-blocked roads.

The company is required to appear at the state capital on February 15 to show cause why its permit to operate should not be suspended because of failure to meet the requirements of the state motor bus supervision act, which requires motor bus companies to operate according to their schedule the year around.

The company is the Scenic Transportation Company, owned by R. T. Jarrett and C. P. Page, and operates between Rochester and Winona and Austin. This is the first such action in the brief history of the state commission's new authority.

Makes Success Doing Painting Jobs on Time

SAN FRANCISCO, Feb. 6.—When W. B. Larkins, president of Larkins & Co., Geary and 1st Avenue, San Francisco, announced six months ago that his company was prepared to contract for painting and reconstruction of motor cars on a credit basis, he started something new in the automotive industry on the Pacific Coast.

Today, after much of the pioneering work has been done and the working methods of the policy have been perfected, Mr. Larkins is prepared to say that the monthly payment plan for motor car painting and reconstruction is a genuine success.

The motive back of the establishment of a credit policy, Mr. Larkins explains, was to increase the volume of business that his modern plant might run at full speed continuously. He had observed that 90 per cent. of all new cars are sold on a credit plan, and it was his reasoning that if the new car dealer could continue in business on this basis, there was no reason why repair work could not be done with the same liberal payment plan, and obtain the same successful results, providing that the same safeguards were taken.

The plan as adopted is simply a reproduction of the new car dealers' standard credit plan.

An agreement was drawn up patterned after the new car dealers' time payment agreement. It specified that the buyer must be the legal owner of the car. He must sign over his registration slip of ownership until all payments are completed. He is obligated to carry fire, theft and public liability insurance.

Payments are on a basis of 10 per cent. down, with nine months or eighteen months to pay the balance in monthly installments, as the buyer elects. The clause calling for three credit references is rigidly insisted upon.

A feature of the agreement is a clause which declares that the buyer shall not allow his car to be used for illegal purposes.

The interest is 6 per cent., payable in advance.

In all other respects the contract follows the agreements in use by automobile finance concerns. Mr. Larkins has found it profitable to do all his own financing. His plan, however, is highly regarded by financing corporations and he has had several offers to cover his contracts. If the business expands to sufficient extent Mr. Larkins says he may take advantage of one of these offers.

The advantage of renewing an entire car can best be described by a specific instance set forth in the attractive advertising literature that is being circulated.

A man has a medium priced closed car for which he paid about \$2,500 eighteen months ago. By now the paint is cracked, he needs

new tires, the nickelplating is dull, and some motor work should be done. He can do one of two things: turn in his car for a new one or renew his present car.

His first thought is to turn the car in, because, while it will usually cost about three times as much as renewing, the payments can extend over a period of time and the expenditure does not seem so great.

The new alternative is to have the car renewed under the Larkins & Co. credit plan. The difference in cost and saving can be shown by the following approximate figures:—

Sedan	\$175
Motor work	75
Four new tires	160
Nickelplate parts	10
Miscellaneous	25
Total	\$445

Pay \$45 down, balance in monthly payments at 6 per cent.

Cost of new car	\$2500
Allowance on present car	1300
Total	\$1200

Monthly payments approximate three times greater at interest of 8 per cent. and even 9 per cent.

The price for the renewal job is fixed on a contract basis the same as for cash work. The standard of workmanship is guaranteed to be high class, and workmen are instructed to do first grade work on all jobs regardless of financing.

The company maintains a first class repair department, but if the owner wishes to have the motor work done by an outside specialist he is accommodated. If the owner specifies a certain make of tires, those are procured. Nickelplate work is sent out under contract. Whenever a special job requires a specialist, the work is sent out. Otherwise Larkins & Co. handle the complete renewal job. The company is a pioneer user of Duco and specializes in high grade paint jobs. As for body building, the company is said to have no peers on the Pacific Coast.

The six months' experience of Mr. Larkins has convinced him that the credit plan is practicable and is a business producer. To date no extensive advertising campaign has been carried on and much pioneer work can be done in familiarizing the motoring public with this new service. Mr. Larkins feels that 1926 will be opportune to start on an intensive campaign for credit business and he expects the plan to grow in popularity.

AMERICAN CARS IN SWITZERLAND

Registration Figures Show Many U. S. Cars in Use

Basel, Feb. 6. (U. T. P. S.).—Motor registration figures of Switzerland are published every year by the Military Department in the form of a comprehensive statistical table; unfortunately the figures are issued very late so that the figures for January 1, 1925, have just been made public.

On this date there were registered in Switzerland 22,540 passenger cars, 8,253 motor trucks, 11,247 motorcycles and 22,417 side cars, a total of 44,457 motor vehicles, as compared to 39,629 vehicles on June 30, 1924.

This means one vehicle to eighty-seven inhabitants. The canton with the largest proportion of motor vehicles is Genf (Geneva), with one motor vehicle to thirty-seven inhabitants. The canton with the

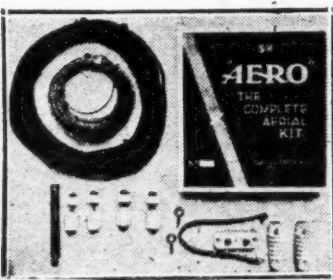
smallest proportion is Graubunden, with one vehicle to 2,853 inhabitants. At the present rate there will be 100,000 motor vehicles in use in Switzerland by the middle of 1930.

Practically no passenger cars are manufactured in Switzerland; on the other hand, there are four active motor truck factories, the Saurer, Berna, Arbenz and Franz.

If we combine passenger and motor trucks, the following table gives the number of each make:—

1. Fiat 3,508; 2. Citroen 1,462; 3. Saurer 1,446; 4. Ford 1,217; 5. Peugeot 1,135; 6. Martini 1,104; 7. Renault 959; 8. Berna 886; 9. Benz 815; 10. Buick 779; 11. Pic-Pic 625; 12. Opel 622; 13. Overland 572; 14. Arbenz 516; 15. Studebaker 375; 16. Mercedes 357; 17. F. N. 295; 18. Franz 275; 19. Minerva 263; 20. Dodge 255; 21. Wanderer 248; 22. Lancia 237; 23. Austro-Daimler 219; 24. Berliet 159; 25. Cadillac 141; 26. Steyr 125; 27. Itala 89; 28. Scat 83.
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WACO GETS WAREHOUSE
Waco, Tex., Feb. 6.—The Goodrich Tire and Rubber Company has chosen Waco as the site for a warehouse. J. E. Richardson, formerly of El Paso, has been appointed manager.



AERIAL KITS

Profit Producers—Time Savers
for the Distributors

Offered in four standard styles or
packed special to order—

Write for quotations.

SWAN-HAVERSTICK, Inc.
Trenton, N. J. Dept. 56.

BUFFALO REPORTS BRISK SALES IN EQUIPMENT PARTS

BUFFALO, Feb. 6.—Local wholesalers in automobile accessories are finding shop and garage equipment and replacement items a splendid filler for what is normally somewhat of an in-between season for accessories.

Sales of garage presses, drills, battery equipment, steel bin equipment, cranes, jacks and the usual run of small shop tools are very brisk right now, reports the Joseph Strauss Company, Inc.

The W. Bergman Hardware Company is busy selling replacement articles such as gaskets, roller bearings, sparkplugs, brake linings, piston rings, battery parts and the like.

The Auto Accessory Corporation reports its accessory business running about even with last January, sales being distributed over general accessory lines, with no single item outstanding. Radio sales continue brisk.

The W. Bergman Hardware Company has been appointed local distributor for Triangle springs, and salesmen will start out with the new line next week.

EXPECT BETTER SALES

Lexington, Ky., Feb. 6 (U. T. P. S.).—Local automobile accessory dealers witnessed their usual January slump and are looking forward to increased sales immediately.

The business here was better than it was a year ago at this time, despite the fact that weather conditions were much more severe. Local dealers have increased their stocks on all lines for the demand they expect.

Tires and chains have sold better than any other line, the latter because of the rapid changes in weather, which has alternated in freezing and thawing. Local dealers report that Lexington automobile owners respond quickly to advertising and when ads were run about a sale on tires, the latter went at a fast clip.

REPORT HEAVY SALES

Waco, Tex., Feb. 6.—Accessory sales in central Texas have been surprisingly heavy, general business conditions considered, since the first of the year.

Wholesale accessory houses report increased sales outside central Texas, and even in this area, which was stricken with a disastrous drought last summer, sales are about holding their own for the same time last year.

Anti-freeze solutions, tire chains, heaters and windshield wipers have been brought to the top of the sales column by a month of almost constant bad weather. Headlight equipment has enjoyed a good sale, due to the fact that 20,000 cars here have had to have their lights tested during the month in order to comply with the state law regarding car registration.

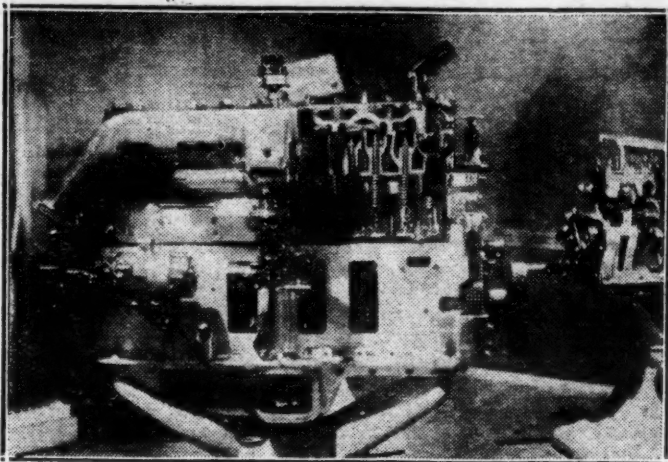
Prospects for the future are, on the whole, very encouraging.

MESSICK NEW HEAD OF ROBBINS BODY CORP.

Indianapolis, Ind., Feb. 6.—Allen G. Messick of Marion, Ind., was elected president of the Robbins Body Corporation at the annual stockholders' meeting at the company's plant here. Messick succeeds Uz McMurtrie, ex-treasurer, of Indiana, who recently sold his holdings to Messick and Robert J. Spencer, Jr., also of Marion. Spencer was elected treasurer. James A. Daugherty was renamed vice-president and general manager, and Fred J. Kirschner was re-elected secretary and assistant treasurer.

Directors include Messick, Spencer, Harry E. Sellers of Marion, Fred W. Bockstegge of Evansville and Daugherty. The local plant employs about 500 men.

SEEN AT THE CHICAGO SHOW.—Engine exhibited by the Continental Motor Company which attracted considerable attention at the show last week.



Hickok Increases Its Capitalization

Toledo, Feb. 6.—The Hickok Producing Company, formed here in 1913, has now become the largest independent gasoline, oil and grease manufacturing and distributing company in Ohio, officials of the company claim.

At the annual meeting capital was increased from \$1,250,000 to \$5,000,000 and announcement made that fifty new filling stations would be established in the spring and several other companies in the producing and distributing business absorbed.

Only a few weeks ago the company took over the Radiant Oil Company of Lima.

Negotiations are now pending for the purchase of two other large companies with distributing facilities.

DECLARE DIVIDEND

Bloomington, Ill., Feb. 6.—The Williams Oil - O - Matic Heating Company, manufacturers of oil burners, at the first annual stockholders' meeting last week declared a quarterly dividend of 37 cents on common stock, payable February 15, putting that issue on a 10 per cent. basis. It will mean distribution of \$136,000 to 3,600 stockholders.

Dallas Wheel Changes Name

Dallas, Tex., Feb. 6 (U. T. P. S.).—The charter of the Dallas Wheel and Rim Company has been amended to change the name to the Southwest Wheel and Rim Company, according to announcement of Fred Prior, president of the concern. The Dallas concern has established branch houses at Houston and San Antonio, and the president said the change in the name was made to prevent confusion, since it did not look business like to have the "Dallas Wheel and Rim" Company located in other cities.

He said the change to the Southwest Wheel and Rim Company would permit the company to establish branches under the same name in other distributing cities of the South, as the occasion demanded.

The capital stock of the company is now \$75,000.

H. L. Freear is vice-president of the company and C. J. Kennedy is secretary and treasurer.

ELECT OFFICERS

Rockford, Ill., Feb. 6.—Stockholders of the Rockford Motor Service have elected Gust Kall president for the year. August Hendrickson is the new treasurer and R. N. Clifford will occupy the offices of secretary and manager for 1926.

FEDCO RETAINS BURNS TO PREVENT THEFTS

Detroit, Mich., Feb. 6.—The Federal Number Plate Corporation which manufactures the patented number plate which appears on the instrument board of Chrysler cars has retained the William J. Burns International Detective Agency to cooperate with police authorities in the prevention of theft of Chrysler cars. Rewards up to \$5,000 are now offered through the Burns agency for information leading to the arrest and conviction of any one who has stolen a Chrysler car, sold a stolen Chrysler car or purchased a stolen Chrysler.



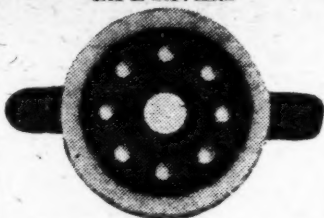
CARBURETERS

YOU CAN GET
Higher Horse Power
Lower Fuel Consumption
Easier Starting
Greater Flexibility
No Carbon—Monoxide
30 Days Free Trial
Desirable Territory Open
WRITE

JUHASZ-CARBURETER-Corp.
250 WEST 40TH ST., NEW YORK

Replacement Parts

LIFE SAVERS



The Cox Products Corporation, Cleveland, Ohio, is introducing ball-bearing shock absorbing spring easers under the trade name of Life Savers.

Eight hardened steel balls are imbedded with a felt lubricant retainer of the Life Saver. The felt washers and steel balls are assembled between two bronze discs and held in place between the spring leaves with adjustable clips which fit any width of spring. This gives a 16-point contact between the spring leaf surfaces.

Retail price, 25 cents.

CONN. WIDENS ROADS TO MEET TRAFFIC NEEDS

Hartford, Conn., Feb. 6.—Where a fourteen foot roadway was formerly considered adequate for Connecticut's needs, the State Highway Department today is making its roads 20 feet wide in some places and 36 feet wide in other sections. Heavier bases are being put in to withstand the increasing truck traffic.

It is the opinion of the Highway Commission that the time is not far distant when roads will have to be even wider than the new standard of today. Concrete bases have been increased in depth from six to nine inches. The state since the inauguration of the good roads movement has spent \$71,000,000 on its roads.

A BUSY BUSINESS

Auburn, N. Y., Feb. 6.—The Standard Motor Parts of Syracuse, Inc., has taken over the business of the Miller Electric Service, 312 Franklin St.

Long-headed automobile men today regard the Hupmobile franchise as one of a few which are most desirable and valuable.

It assures a brilliant present and an even more brilliant future.

HUPMOBILE

EIGHTS and SIXES



Automotive Daily News

"Of, By and For the Entire Automotive Industry"

Published Every Day Except Saturday and Sunday by
AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION,
25 City Hall Place, New York, N. Y.

DETROIT BUREAU, 2-144 GENERAL MOTORS BUILDING. EMPIRE 3500

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O. J. Elder, President; George M. Slocum, Vice-President; G. L. Harrington, Treasurer; Alexander Johnston, Secretary.

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Watch the Federal Truck Tax!

ANY motor vehicle merchant who sells trucks or uses motor truck transportation will be well advised to read the news dispatches from Washington every day.

There are forces at work trying to hamstring the motor truck. There is no longer any excuse to exact war taxes from the commercial vehicle, and the House Ways and Means Committee has recognized this. The House Committee in its current revenue bill frees the truck of these excise taxes.

But the Senate Finance Committee, as has been pointed out in this paper before, proposes to place a 2 per cent. Federal tax on the motor truck. The implications of this move as a peace time measure are highly sinister. Federal taxation could develop to the point of strangulation. The attempt to single out one business for discriminatory taxation is a dangerous principle in violation of business rights.

Nevertheless the fact remains that that is the position which the Senate Finance Committee has taken. Truck operators and dealers are writing to their senators from all parts of the country asking that this proposal be stricken from the final bill. The important thing is not to be satisfied with the answer of your senator, even though it be favorable, because circumstances may arise which would tend to make him change his vote. On the day when the bill is presented send him a wire saying that you trust that he is still with you. That will make him realize that your protest was not merely a gesture but a matter of serious concern.

The motor vehicle, using the public highways and subject to public control, will always be in danger from hostile forces in legislative bodies unless the motor vehicle users are awake and on the job. The legislators will be fair and give you a hearing and due consideration if you are enough interested to keep track of what they are proposing to do.

Vigilance is always important and especially so during the next few weeks.

Installment Buying Is Sound Business

SAMUEL CROWTHER, writing in a recent issue of Collier's Weekly, makes the point that installment buying is a sign of real increase in national wealth rather than of over-extension.

There are more people who have good credit.

They have good credit because they have savings or earning power.

The alarmist who suggests that in time of industrial depression our whole credit structure would be imperilled fails to realize that back of most of this credit lie real assets.

Few automobile merchants or finance companies accept the paper of an industrial worker who has no other income than his job, unless a name financially good is also on the notes.

Where the dealer is on the note he is doubly careful that the creditor is a good risk.

There are always a small number of merchants who will take on bad accounts, and this is undesirable to any line of business, but most business men are watchful of credits, and since this is the case, there is little to be feared in the present situation.

GREENSBURG A. A. ELECTS OFFICERS—SET SHOW DATE

Greensburg, Pa., Feb. 6.—The annual automobile show of the Greensburg Automotive Association will be held here in March, probably the week of March 15, it

was decided by the association at a recent meeting. Officers for the year, also, were elected, as follows:—

President, O. C. Harrold; vice-president, F. W. Hogue; secretary and treasurer, W. J. Martz. Directors elected were: E. L. Turner, O. E. Benford, George McClarran and

Our Own Automotive Family Album—

The Boyhood Days of Our Industry's Leaders

By Kessler



A. T. STANTON, PRESIDENT OF STANTON MOTORS INC., OF COLUMBUS, OHIO, FIRST ENTERED BUSINESS BY MAKING AND SELLING A PATENT PEA SHOOTER AT SCHOOL IN LONDON, ENG.

Show Salesmanship

By Ralph Schrenkelsen

There are a lot of people who visit the show, and the percentage is growing greater each year, who intend to place their order for a car before the closing night.

Salesmen who have been on duty during the last two or three shows will recall that a great number of people paid more than one visit to their exhibit.

Some prospects have returned to the show as many as four times and each time they returned they visited one less booth than the time before, until, on their last visit, they visited but one booth—and left their order there.

This is simply proof of the fact that an intensive follow-up should be planned and carried out through the week.

There is no way of determining which prospects intend to place their orders at the show.

Therefore, the entire list of visitors must be presumed to have that intention in mind, and they must all be followed accordingly.

For this purpose a stenographer should be stationed in the booth, with a typewriter and stationery.

Immediately upon receipt of a prospect's name, it should be turned over to her with the direction to write a letter thanking the prospect for his visit to the booth and expressing the hope that he will return before the close of the show.

The prospect receives this letter the day after he has attended the show.

When he stops to realize the great number of people who were there, he is decidedly pleased that his attendance has been acknowledged.

He feels just a little closer to the dealer or salesman who acknowledged it.

It is safe to say, regardless of what other cars he may be interested in, if he returns to the show he will again visit that dealer's booth and the salesman

will be given another chance to impress him with his product.

Then too, very often the prospect will ask for some specific information that the salesman cannot give at the moment.

It may be an inquiry which some higher official, who may not be in attendance at the moment, may have to answer.

The salesman must remain on duty in the booth and, unless there is a stenographer there, the inquiry is likely to go unanswered until the show is over. It may then reach the prospect after he has made up his mind in favor of another car.

Remember that in spite of the show the routine of following up prospects and of acknowledging and answering inquiries must go on and the dealer will do well to prepare himself so that this may be done.

Another important duty of the stenographer is to keep record of the prospects' names and the salesmen to whom they belong.

When prospects are as plentiful as they are at the shows, during which they often pay two and three visits in one day to the same booth, there is great likelihood of more than one salesman registering the same name.

Unless there is some means of recording them as the property of the first salesman who spoke to the prospect, discord is likely to result.

The stenographer may not sell automobiles, but she has a great deal to do with the selling of them. Her place is in the booth along with the rest of the dealer's workers.

SUCCESSFUL SHOW REPORT BY ELMIRA ASSOCIATION

Elmira, N. Y., Feb. 6.—Officers and directors of the Elmira Automobile Merchants' Association were elected at the annual meeting held in the City Club recently. The following officers were named: Leslie D. Clute, president; Thomas J. Bush, vice-president; George P. Ye, secretary and treasurer; T. Wrayburn Keeton and John J. Belton, directors.

T. Wrayburn Keeton, chairman and business manager of the sixteenth annual show, held last month, presented his report, which proved to be the most profitable of any yet staged in this city, both in attendance records and number of cars sold. In appreciation of their efforts and work on the show a new phonograph was presented to Mr. Keeton and a radio outfit to Mr. Petzke.

It was voted to continue the automobile shows each year.

OLYMPIA, WASH., WILL HOLD ITS FIRST ANNUAL SHOW

Olympia, Wash., Feb. 6.—Plans for Olympia's first annual automobile show, to be held February 18, 19 and 20, in the American Legion Hall, are well under way. Contract for decoration of the hall has been awarded. The committee in charge includes the following Olympia dealers: J. D. Mansfield, chairman; Jess Simpson, George Griffith, W. R. Bronson, Lloyd Van Eaton and Burton Troffess.

GETS HUDSON FRANCHISE

Waco, Tex., Feb. 6.—The Bender Motor Company, a new firm, has secured the franchise for Hudson and Essex cars in central Texas. C. J. Bender is the head of the new firm.

Coming Automotive Events FEBRUARY

- 2-9—Atlantic City, N. J. Atlantic City Auto Dealers' Association, annual show.
- 6-13—Providence, R. I. Rhode Island Automobile Dealers' Association, annual automobile show.
- 6-13—Minneapolis, Minn. Minneapolis Automobile Trade Association, Northwestern Automobile Show.
- 8-12—Schenectady, N. Y. Annual Automobile Show.
- 8-12—Toledo, Ohio. Automobile Show.
- 13-20—Kansas City, Mo. Automobile Show.
- 14-20—Des Moines, Iowa. Automobile Show.
- 15-20—Louisville, Ky. Annual Automobile Show.
- 15-20—Indianapolis. Spring Automobile Show.
- 15-20—Chattanooga, Tenn. Chattanooga Motor Show.
- 16-20—Peoria, Ill. Automotive Show, fifteenth annual.
- 20-27—Los Angeles. Automobile Show.
- 20-27—Albany, N. Y. Annual Automobile Show.
- 21-28—Omaha. Automobile Show.
- 21-27—Eugene, Ore. Annual Automobile Show.

MARCH

- 1-3—Springfield, Ill. Illinois Automotive Trade Association, annual convention.

Financial News of the Automotive Industry

GOODYEAR'S 1925 SALES SET RECORD AT \$205,999,829

Net Profit of \$21,005,898 Compares With \$17,363,162 in '24

NEW YORK, Feb. 6.—Net sales of the Goodyear Tire and Rubber Company established a new high record for the company in 1925. Net profits likewise attained a new high mark.

The year's net business aggregated \$169,470,112, against \$115,323,173, exclusive of the returns of subsidiary organizations in Western territory and Canada. The combined sales, including subsidiaries, aggregated \$205,999,829, against \$138,777,718.

After allowing for all administration, selling and general operating expenses, but before deductions for charges, the company reported earnings of \$26,284,672, against \$17,363,162 in 1924, while after interest charges, net profit for 1925 was \$21,005,898, against \$12,161,540. After appropriating \$7,500,000 as a special raw material reserve, the net earnings available for dividends amounted to \$13,505,898, against \$12,161,540 in 1924. The company paid out \$5,655,156 in dividends last year, and the profit and loss surplus on December 31 amounted to \$30,649,319, against \$22,798,576.

The consolidated balance sheet at the close of 1925 showed current assets of \$68,291,272, including \$15,750,059 cash, \$38,058,423 inventory and \$14,482,790 accounts receivable, less reserves. Current liabilities aggregated \$10,582,652, the ratio of assets to liabilities being 6.5 to 1.

Edward G. Wilmer, chairman of the board of directors, in his report to stockholders said that bonds and debentures amounting to \$3,681,500 in principal amount were retired in 1925 through the regular operations of the sinking fund. On December 31 the company had in its treasury \$986,500 of debentures and had deposited with the trustees \$2,280,000 for the call of additional debentures in anticipation of the regular sinking fund retirement of debentures on March 15, 1926.

"We have already reported to you," the report said, "that the directors appropriated \$3,000,000 out of the first six months' earnings as a special raw material reserve, to

1-Cent Rise in Price Of Gasoline Planned

New York Feb. 6.—An advance of at least 1 cent a gallon in the retail price of gasoline is declared to be imminent in New York city and in other sections of the country served by the Standard Oil Company of New Jersey and the Standard Oil Company of New York. The increase may come at any time. The Standard of New Jersey has already advanced the price of export gasoline 1/2 cent a gallon. An increase in the price of crude oil in the Pennsylvania territory is also expected within a few days.

Nash Stock Rise Enriches Workers

New York, Feb. 6.—More than 1,000 employees of the Nash Motor Company have participated in the profits in a spectacular rise in the value of Nash stock, according to a dispatch from Chicago.

The new "gold coast" of Kenosha, on Durkee Avenue, where the Nash executives and employees have built rows of fine homes, is celebrating and looking forward to new melons.

"I don't understand it myself," Charles W. Nash, president of the company, is quoted as saying. "If any one should ask us whether the stock was worth this new price (\$640 today), I would say no. I have never speculated in the stock, although I knew it would go up when the 900 per cent. dividend was declared. I did not want them to do that. I tried to stem the tide, even going in and selling 1,000 shares at a loss, but I could not stop it. I am glad the employees are in on it, as I know what is back of the balance sheet. I know motor cars, not stocks."

partially provide against a possible decline in crude rubber. While our rubber inventories and commitments at cost were substantially under market values on December 31, the market continues to fluctuate violently on levels that are abnormally high and economically unsound. In the belief that considerable shrinkage in values is still possible and that should this materialize abruptly the company should prepare itself to meet the emergency, if and when it occurs, your directors have increased the special raw material reserve to a total of \$7,500,000."

Radio Swells Profits of Stewart-Warner Company

Chicago, Feb. 6.—The influence of the Stewart-Warner Speedometer Corporation's radio activities is reflected in the earnings report for the final quarter of 1925. Normally a dull season in the automobile accessory business, this period in 1925 broke all records for earnings on the strength of the company's expanding radio sales. Net profits in the final quarter of the year were \$2,170,753, equal to \$3.61 a share, against a net of \$2,163,000, or \$3.60 a share, in the second quarter, which held the previous record.

Total earnings of Stewart-Warner last year were also a high record, at \$7,544,089, equal to \$12.56 a share. Earnings in the final quarter were at the rate of over \$14 a share, which indicates still larger earnings in the current quarter as the accessory business begins to step up. Last year's net compared with earnings of \$3,501,106, or

\$7.37 a share on the 474,990 shares outstanding in 1924.

Three principal factors account for the sharp gain in Stewart's earnings during 1925—the prosperity of the automobile industry reflected in the accessory business, the entry into the radio field which began to produce profits in the latter part of the year, and earnings from the acquisition of Bassick-Alomite through an exchange of stock. Although the corporation's radio activities are only a year old, operations in the final quarter last year were 42 per cent. in the radio business and 58 per cent. on accessories. As the peak of the radio season occurs during the dull season in accessory manufacture, the two lines are well suited to supplement each other and to maintain a stable operating basis throughout the year. This is reflected in the steady level of earnings during the last nine months of 1925, in contrast to fluctuations in preceding years.

RANGE OF AUTOMOTIVE STOCKS

High.	Low.	Div.	Stock	Sales.	High.	Low.	Close.	Net Ch.
94 1/2	90	6	Allis-Chalmers	2,600	32 1/2	31 1/2	31 1/2	+ 1/2
34 1/2	28 1/2	3	Am Bosh Magn	6,300	31 1/2	29 1/2	30 1/2	+ 1 1/2
37 1/2	33 1/2	3	Briggs Mfg Co	2,400	34 1/2	33 1/2	34	+ 1/2
49	45 1/2	3	Chandler Motor	700	46 1/2	46	46	+ 1/2
84 1/2	46 1/2	...	Chrysler Corp	68,300	52 1/2	51	51 1/2	+ 1/2
15	11 1/2	...	Continental Motors	2,100	12 1/2	12 1/2	12 1/2	+ 1/2
47 1/2	41 1/2	...	Dodge Bros	40,600	45 1/2	43 1/2	44 1/2	+ 1/2
105 1/2	93 1/2	...	Saton Axle & Spr	700	29 1/2	29 1/2	29 1/2	+ 1/2
26 1/2	23 1/2	...	Fisher Body	3,100	101 1/2	100 1/2	101	+ 1/2
41 1/2	37 1/2	...	Fisk Rubber	3,800	24 1/2	24	24 1/2	+ 1/2
9 1/2	8 1/2	...	Gardner Smother	200	8 1/2	8 1/2	8 1/2	+ 1/2
121 1/2	115 1/2	12	General Motors	3,400	121 1/2	120 1/2	120 1/2	+ 1/2
70 1/2	60 1/2	4	Goodrich	5,300	69 1/2	68 1/2	68 1/2	+ 1/2
109 1/2	103 1/2	7	Goodyear T & Rub	500	108 1/2	107 1/2	107 1/2	+ 1/2
46	42 1/2	3 1/2	Hayes Wheel	1,200	44 1/2	44	44 1/2	+ 1/2
123 1/2	106 1/2	...	Hudson Motor Car	69,000	118 1/2	115 1/2	116 1/2	+ 1/2
28 1/2	24 1/2	...	Hupp Motor Car	4,600	26 1/2	26 1/2	26 1/2	+ 1/2
62 1/2	46 1/2	3	Jordan Motor Car	14,400	62 1/2	61 1/2	62	+ 1/2
20 1/2	17	...	Kelly-Springfield	17,800	20 1/2	19	20 1/2	+ 1/2
126	108 1/2	6	Kelsey Wheel	1,100	125 1/2	120 1/2	120 1/2	+ 1/2
159	135 1/2	6	Knickerbocker	6,200	147 1/2	146	146 1/2	+ 1/2
37 1/2	31 1/2	...	Moore Motors	700	34 1/2	33 1/2	33 1/2	+ 1/2
44 1/2	40 1/2	3.60	Motometer, A	2,500	42 1/2	41 1/2	42	+ 1/2
33 1/2	30 1/2	2.30	Motor Wheel Corp	400	32	32	32	+ 1/2
15 1/2	10 1/2	...	Murray Body	1,200	14 1/2	14 1/2	14 1/2	+ 1/2
43 1/2	38 1/2	2	Packard Motor Car	5,600	40 1/2	40	40 1/2	+ 1/2
28 1/2	24 1/2	1.80	Paige-Detroit Motor	1,400	25 1/2	25	25 1/2	+ 1/2
43 1/2	35 1/2	...	Pierce-Arrow	11,700	39 1/2	38 1/2	38 1/2	+ 1/2
10 1/2	8 1/2	...	Reynolds Spring	500	9 1/2	8 1/2	9	+ 1/2
92 1/2	82 1/2	...	Stewart Warner Speedom	1,500	85 1/2	84 1/2	84 1/2	+ 1/2
68 1/2	55 1/2	...	Studebaker Co	4,400	59 1/2	58 1/2	58 1/2	+ 1/2
56 1/2	52 1/2	...	Timken Roller Bear	5,500	55 1/2	55	55 1/2	+ 1/2
88 1/2	78 1/2	...	U S Rubber	7,900	82 1/2	82 1/2	82 1/2	+ 1/2
86 1/2	78 1/2	...	White Motors	29,700	86 1/2	84 1/2	85	+ 1/2
34	28 1/2	...	Willis-Overland	26,700	32 1/2	31 1/2	31 1/2	+ 1/2
32 1/2	28 1/2	...	Yellow C & T B	2,100	31	30 1/2	30 1/2	+ 1/2

NEW YORK CURB

Sales.	High.	Low.	Last.	Chge.
25 Auburn Auto.	59 1/2	59 1/2	59 1/2	+ 1/2
5000 Chandler C pf	47 1/2	46 1/2	46 1/2	+ 1/2
2500 Durant Motor.	12 1/2	12 1/2	12 1/2	+ 1/2
400 Fac Motors	8 1/2	8 1/2	8 1/2	+ 1/2
100 Fisk Mot Tr.	44 1/2	44 1/2	44 1/2	+ 1/2
50 Fisk R 1st pf	113 1/2	113 1/2	113 1/2	+ 1/2
5000 Goodrich Tire	38 1/2	37 1/2	37 1/2	+ 1/2
2100 Miller Rub nw	42 1/2	41 1/2	41 1/2	+ 1/2
1500 Reo Motor	24 1/2	23 1/2	23 1/2	+ 1/2
200 Rep M T off.	9 1/2	9 1/2	9 1/2	+ 1/2
1800 Rickenb Mot.	7 1/2	7 1/2	7 1/2	+ 1/2
100 Spitts Beth E.	42 1/2	42 1/2	42 1/2	+ 1/2
1100 Stand Motors	2 1/2	2 1/2	2 1/2	+ 1/2
4100 Stutz Mot.	35 1/2	35 1/2	35 1/2	+ 1/2

CHICAGO

Sales.	High.	Low.	Last.	Chge.
3400 Auburn Auto.	59 1/2	59 1/2	59 1/2	+ 1/2
3500 Bendix Corp.	29 1/2	29 1/2	29 1/2	+ 1/2
50 Cent Motor	12 1/2	12 1/2	12 1/2	+ 1/2

(The above table shows Friday's stock movement, complete.)

Current Commodity Prices

New York, Feb. 6.—Trading in the crude rubber market shows further contraction in volume, although prices are firmer. A degree of strength was reported in the over-the-counter market. The petroleum market is active and an advance in the price of gasoline along the Atlantic Coast is expected. Steel prices are unchanged.

STEEL PRODUCTS

Semi-Finished—Gross Tons	Price
Refractories	\$36.00a37.00
Refractories, forging	41.00a42.00
Steel bars (hot rolled)	2.00a 2.10
Plates (hot rolled)	1.60a 1.70
Blue annealed sheets	2.50a 2.60
Black sheets	3.25a 3.40
Auto body	4.40a 4.50
Rails	2.40a 2.50
Cold rolled strip	3.75a 3.80
Hot rolled strip	2.20a 2.30
Pig Iron, Basic	20.00a21.00
Valleys	22.00a23.00
Eastern Pennsylvania	22.00a23.00

IRON AND STEEL SCRAP

(Buying prices, f. o. b. New York)	Price
Heavy melting steel	\$12.50a13.00
Machine shop turnings	9.50a10.00
Cast iron borings	9.50a10.50
No. 1 cast scrap	16.00a17.00

MILL PRODUCTS

Base prices, cents per pound, f. o. b. mill	Price
High brass sheets	18 1/2a
Copper, in rolls	21 1/2a
Zinc, spot, New York	8.40a 8.45
Lead, spot, New York	9.25a 9.30
Aluminum, virgin 98a99%	27 a

SEAMLESS TUBING

High brass (round 1/2 to 2 1/2 in.)	Price
Copper, rods, round	22 1/2a

OLD METALS

Following are dealers' buying and selling prices for large quantities, f. o. b.	Price
New York—	
Heavy machinery com.	9 1/2a9 3/4
New brass clippings	8 1/2a9 1/2
Auto radiators	6 1/2a7
Brass, heavy	7 a7 1/2
Brass, light	6 1/2a7 1/2

RUBBER MARKET

Plantations—	Price
First latex crepe, spot	63
February-March	67 1/2
April-June	66 1/2
Ribbed Smoked Sheets, spot	67
February-March	66 1/2
April-June	65 1/2
Para-Up-River, fine, spot	60
Island, fine	60
Inner tubes, No. 1	11 a 12
Inner tubes, No. 2	8 a 9
Inner tubes, No. 2 red	8 a 9
Mixed, automobile, white, ton	\$80.00a70.00
Tire auto tires	40.00a45.00
Reclaimed rubber—Tire reclaimed, 9c, shoe reclaimed; 7c; tube reclaimed, 15c.	

OIL AND GASOLINE

MOTOR GASOLINE	Price
Garages (steel barrels)	a17
Up-State New York	a17
Single tank cars, delivered, New York	12 1/2aNom

CRUDE PRICES AT WELLS

EASTERN—	Price
Penn. grade oil	In Buckeye P.
In N. Y. Tran.	Line Co. lines \$2.30
Co. lines	\$3.65 Cabell
Brad'd District	Corning
oil in Nat.	Ragland
Tran. Co. lines	Somerset
Penn. grade oil	Somerset light
In Nat. Tran.	2.35
Co. lines	2.55
Waines grade oil	Lima
In Nat. Tran.	Indiana
Co. lines	2.13
Penn. grade oil	Illinois
In S. W. Pa.	2.25
Pipe lines	Waterloo, Ill.
Penn. grade oil	Plymouth
In Eureka P.	1.65
Line Co. lines	3.50

FRANKLIN 1925 NET \$2,019,171

Earnings Equal to \$5.24 A Share in Best Year Company Has Had

NEW YORK, Feb. 6.—The H. H. Franklin Company's surplus net profit for 1925, after all adjustments, is \$2,019,171. Earnings on 299,424 1/2 shares of common stock outstanding are equivalent to \$5.24 a share.

This announcement followed the annual stockholders' meeting and annual meeting of the directors. Giles H. Stilwell, vice-president of the company, was elected chairman of the board. There is no change in the directorate or in the officers of the company.

In the report received at the meeting, 1925 was pronounced the best year in the history of the company. Not only have earnings been largest, and the financial structure improved with working capital increased \$1,543,000, but the success of the firm's notable style car and the attention commanded by the company's policy of quality maintenance have attained for Franklin a singularly strong position in the market.

Inventory turnover is one noteworthy aspect of Franklin's 1925 financial improvement. Inventory turnover, now particularly well controlled, was the best in 1925 that the company has ever had, and was three times greater than that of 1924.

The current position of the company with respect to assets and liabilities is excellent. Ratio of current assets to liabilities is 7.3 to 1.

The condensed balance sheet as of December 31, 1925, follows:—

ASSETS	
Current	\$6,807,225.28
Miscellaneous	1,411,123.76
Fixed	9,480,617.09
Total assets	\$17,699,066.73
LIABILITIES	
Current	\$931,717.05
Miscellaneous	77,550.00
Reserves	3,845,228.79
Preferred stock	6,216,250.00
Common stock and surplus	6,628,228.89
Total liabilities	\$17,699,066.73

H. H. Franklin, Giles H. Stilwell, F. A. Barton, Howard L. Franklin, Edward H. Dann, Alexander T. Brown and Arthur E. Parsons were re-elected directors of the H. H. Franklin Company, while H. H. Franklin was re-elected president, Mr. Stilwell vice-president, Mr. Barton secretary-treasurer, and C. E. Hull assistant secretary-treasurer.

The following officers and directors of the Franklin Automobile Company, the sales organization, were re-elected: H. H. Franklin, president; Giles H. Stilwell, vice-president; F. A. Barton, secretary-treasurer, and Edward H. Dann, director.

To Sell Rollin Motor At Auction Feb. 9

Cleveland, Feb. 6.—The assets of the Rollin Motor Company, which went into the hands of a receiver nearly two months ago, will go under the hammer here February 9, according to announcement by D. L. Johnson, trustee in bankruptcy. The \$1,000,000 concern, founded by Rollin H. White, of the same family of motor truck fame, was largely liquidated before the receivership petitioned was filed, and its assets largely converted into some \$260,000 cash. Included in the auction will be the parts supply business, which will be sold to the highest bidder.

WHITE MOTOR DIVIDEND

Cleveland, Feb. 6.—The White Motor Company has declared the regularly quarterly dividend of \$1. The preliminary statement of earnings is expected to show \$6,000,000 net, before taxes.

SINCLAIR NOT RETIRING

New York, Feb. 6.—H. F. Sinclair has emphatically denied the report that he is to retire from active connection with the Sinclair Consolidated Oil Corporation. The rumor has no foundation whatever, he declared.

HOTEL WALTON

A HIGH CLASS HOTEL NEAR CENTRAL PARK AND CONVENIENT TO SHOPPING AND AMUSEMENT CENTERS
PRICES RANGING FROM \$15 TO \$17.50 WEEKLY WITH THE USE OF BATH; \$35 TO \$42 WEEKLY SITTING ROOM BEDROOM AND BATH
THE ROSE ROOM IS AVAILABLE FOR SOCIAL FUNCTIONS OR BUSINESS CONFERENCES

DEALER DOINGS

USED CAR MARKET BOUGHT BY DEALER

Olympia, Wash., Feb. 6.—The interests of the E. W. Picco Motor Company and the Davidson Brothers Auto Company in the Montesano, Wash., Public Used Car Market, have just been purchased by the Montesano Auto Company, which will operate the market as its used car department. Edward Nepple, who has been manager of the market for the last two and a half years, will continue as manager. C. N. Wilson, secretary-treasurer of the Montesano Auto Company, has announced that the building housing the market will be completely remodeled at once.

PLOWDEN CO. RECORDS BIG JANUARY SALES

Spartanburg, S. C., Feb. 6.—"Hard work and plenty of advertising did it," said J. J. Plowden, commenting on the January sales of the Plowden Motor Company, local Dodge dealer, which sold more cars in Spartanburg during January than in October, November and December combined. These three months, moreover, were up to standard for previous years, Mr. Plowden said.

GETS OVERLAND-KNIGHT FRANCHISE IN ALBANY

Buffalo, N. Y., Feb. 6.—The Overland-Fillmore Company has just succeeded the Fillmore Automobile Company of 693 Fillmore Ave., and has been appointed representative in that section for the Overland, Willys-Knight cars. John H. Winkler is manager.

TAKES ON PAIGE-JEWETT AS ASSOCIATE DEALER

Hartford, Conn., Feb. 6.—The Hartford Auto Company, 1279 Main St., has just taken on the Paige and Jewett line as an associate dealer of F. W. Williams, Inc., and will completely remodel its showroom.

FORD SALES CHANGE HANDS IN LA BELLE, MO.

La Belle, Mo., Feb. 6.—The Dawson Motor Company, which has dealt in Ford products here, has sold its business to Glen Richards of Edina. The deal involved about \$20,000. The motor concern occupies two buildings here.

NAMED JEWETT DEALER AT ELLENSBURG, WASH.

Olympia, Wash., Feb. 6.—C. H. Omstead, proprietor of the Sunset Auto Sales Company, has just been appointed Ellensburg dealer for the Jewett car.

TAKES OVER HUMMOBILE FRANCHISE IN GLENDALE

Glendale, Cal., Feb. 6.—The franchise for the Hummobile in the Glendale district has just been taken over by Frank D. Marshall, with headquarters at 124 West Colorado, the heart of the automobile sales district. Mr. Marshall, who has resided in Glendale eleven years, has during the past

four years been engaged in building, but previously conducted an automobile dealership. He will personally direct the sales department of the Hupp dealership. Arthur A. Milligan has taken charge of the service department.

MADE HUDSON-ESSEX DEALER IN THREE TOWNS

Rochester, Feb. 6.—Appointment as dealer for Hudson-Essex cars for the towns of Rochester, Monticello and Beaver has just been received by the Stettler Motor Company of Rochester.

FORD DEALERSHIP SOLD IN KNOXVILLE, IA.

Knoxville, Ia., Feb. 6.—F. A. McMaster has just purchased the Macy Motor Company, handling the Ford car here. The business was established by Mr. Macy in 1917.

BERGSTROM EMPLOYEES GUESTS AT YEARLY DINNER

Chicago, Feb. 6.—Officers and employees of the Bergstrom Auto Sales Company, 820 West 59th St., were entertained recently at the annual banquet tendered by William Bergstrom, president. Twenty-three officials and employees attended. A. F. M. Ehrenstrom was toastmaster.

BUYERS OF FARGO FIRM TO SELL CHEVROLETS

Fargo, N. D., Feb. 6.—E. Erlandson and G. E. Swanson have just bought the Oakes Auto and Machine Company and will conduct a garage and automobile sales business. They will handle the Chevrolet cars.

HIGH JANUARY SALES RECORDED IN BRAZIL

Washington, Feb. 6.—Automobile sales for January in Brazil were exceptionally large, even for that month, the Department of Commerce was advised by cable today.

The assembly plant of an American firm at Sao Paulo has been unable to meet the demand for new cars. European bus chassis continue to exclude American makes, due to the price factor.

Personal Items

CHAPMAN JOINS DODGE

Evansville, Ind., Feb. 6.—Chester A. Chapman, former sales manager of the Sunbeam Electric Company here, has just departed for New York city, to take position as district sales representative of Dodge and Graham cars and trucks. His territory will cover a great part of New York state.

PUTNAM TO MARRY

Peoria, Ill., Feb. 6.—The wedding of Miss Nina Keith of this city to Leonard Putnam, Chevrolet dealer in LaSalle and Ottawa, will be a February event at the Country club here.

SINGLETON INJURED

Auburn, N. Y., Feb. 6.—William Singleton, dealer for the Star car here and proprietor of Singleton's Garage in North Street, suffered a fracture of the left hip Tuesday when his sedan was crushed between a heavy truck and a telephone pole.

PARKER HOUSE MANAGER

Chicago, Feb. 6.—Frank E. Parker is now manager of the new Locomobile branch at 6009 Broadway. W. S. Mehaffey has succeeded Mr. Parker as sales manager of the Locomobile Company on Automobile Row.

LOTT MANAGES BRANCH

Elizabeth, N. J., Feb. 6.—M. G. Lott, formerly salesman with the Newark office of the Studebaker Sales Company of Newark, has just been appointed manager of this company's Elizabeth branch, in charge of Studebaker sales and service for Union county. J. W. Conger, former branch manager, has been assigned the duty of opening a new branch office for the company at East Orange.

Incorporations

INDIANA

Indianapolis, Feb. 6.—Articles of incorporation have just been filed with the secretary of state of Indiana as follows:—North Star Garage, Inc., Indianapolis, \$5,000; garage and automobile dealership; Robert L. Crouch, John H. Allison and Ray H. Briggs. F. M. Donelson Company, Indianapolis, \$5,000; manufacture and sale of automotive parts and supplies; Edward J. Herrmann, Don Neal and Leonard J. Simmons. Huntington Tire and Accessories Company, Huntington, 1,500 shares, no par value; deal in automobile accessories and radios; Roscoe M. Brane, William H. Brown and O. G. Craig. Toney-Rothschild Motor Company, Princeton, \$10,000; deal in automobiles, accessories and machinery; Louis Rothschild, Sr.; Roscoe L. Whitney, Frank A. O'Neill and Byron D. Toney. Ahlbrand Chevrolet Company, Seymour, \$5,000; general automobile business; Otto L. Ahlbrand, Ephraim W. Ahlbrand and Albert A. Ahlbrand. Harry J. Meyer Trucking Company, Fort Wayne, \$10,000; general trucking business; Harry J. Meyer, Eph P. Daly and Alfred C. Wermuth. Automotive Repair and Machine Company, Evansville, \$10,000; general line of machine and repair work; William L. Brinkley, Frank Kennedy, August E. Dunath and Fred W. Kunath.

LOUISIANA

Baton Rouge, La., Feb. 6.—Automotive concerns which have just filed charters in Louisiana include:—Upper City Tire Company, Inc., New Orleans, \$50,000; Edwin S. Grundy, 1618 Fern St.; E. H. Leininger and E. A. F. Klamm. Howard Auto Supply Company, Inc., New Orleans, \$10,000; Pete Cherry, Frank P. Klamm and Robt. H. Cherry. Zwolle Motors Company, Zwolle, \$12,000; A. M. Jones, Hemphill, Texas; C. B. Halbert and R. C. Goodrich. Hicks Motor Company, Inc., Ringgold, \$10,000; Overton Hicks, Mrs. Ella D. Hicks and W. B. Brewer. Lennon Motor Company, Inc., Monroe; capitalization increased from \$14,000 to \$50,000.

Automotive Daily News BUYERS' DIRECTORY and GUIDE

Reference List of Prominent Automotive Associations

National Automobile Chamber of Commerce, 366 Madison Ave., New York, N. Y.

Automotive Equipment Association, 1809 City Hall Sq. Bld., Chicago, Ill.

Motor & Accessory Manufacturers' Association, 250 West 57th St., New York, N. Y.

National Automobile Dealers' Association, 320 North Grand Ave., St. Louis, Mo.

National Standard Parts Association, 310 Hofman Blvd., Detroit, Mich.

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